



Dublin Airport

– Economic magnet for
Fingal, Dublin & Ireland

Sean Dorgan
Chief Executive



Some Dublin companies

Ireland,
knowledge
is in our
nature™



Lucent Technologies
Bell Labs Innovations



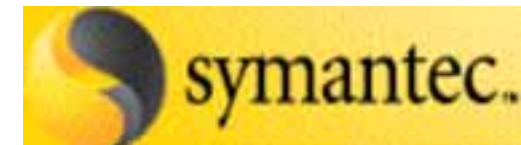
Wyeth



ORACLE®



Some Dublin companies



Foreign Direct Investment



- **Over 1000 companies and 130,000 jobs directly, and at least as many again indirectly**
- **Over 80% of merchandise exports & 35% of GDP**
- **Irish economy spend of €17bn+ p.a.**
- **Corporation tax €2.5bn (est.) in 2005**
- **Leading-edge technologies and global management and business standards**
- **Outward and forward-looking orientation**
- **Outstanding reputation for national performance**
- **Success in economic and social terms**



Vision of Ireland 2020



As the most globalised country in the world, with all the opportunities and vulnerabilities that entails, we consistently anticipate global trends, with creativity and agility, so that:

- Ireland is respected as the most successful and dynamic location in the world**
- We have created a socially inclusive, mature civic society**
- We have a high level of commitment to life-long learning**
- We have the highest environmental standards**
- We have excellent quality of life, health, education and culture**
- Our people retain their distinctive characteristics and capabilities – adaptable, creative, confident, resourceful, socially skilled and technically strong**



Business in Ireland 2020



- **Higher value, more knowledge-intensive and capital-intensive**
- **Greater proportion of service activities**
- **High value manufacturing still critically important**
- **Ireland will be a global hotspot for integrating, managing and leveraging global value chains**
- **A place with a well spring of innovation, with distinctive prowess in commercialising ideas and in creating new business models**
- **It will be highly connected globally and supported by world-class infrastructure**



Business Mega-Trends



- **Globalisation, technology and digitisation**
- **Growth of Asia and integration with West**
- **Demographic constraints in Europe**
- **Growth of services – now 50% of world trade and business is organising around them e.g. IBM**
- **Business transformation and new business models**
- **Increasing speed and shorter life cycles e.g. Dell**
- **New companies in a ‘virtual’ format**
- **Investment will be more mobile than ever and ‘weightless’ – less rooted and potentially footloose**
- **More ‘open’ and overseas R&D by multinationals**



Business Areas and Activities



- **Life Sciences:**
 - Pharma & biopharma
 - Medical technologies
- **ICT:**
 - Software
 - Semiconductors
 - Systems
- **Financial services**
- **International services:**
 - Digital media
 - and many others
- **Manufacturing**
- **Technical & customer support**
- **Business processes**
- **e-procurement**
- **Sales & Marketing**
- **Supply chain management**
- **Research & Development**
- **Brand & IP management**
- **Headquarters**



What Investors Seek



- **The right people and skills – in abundance**
- **The right infrastructure:**
 - **access (air and surface), energy, telecoms**
 - **environmental and waste management**
 - **property solutions**
 - **business services**
 - **attractive lifestyle and amenities**
 - **clusters of similar and supporting businesses**
 - **frequently an urban environment**
- **The right attitude**



Dublin Competes



- On a global basis, not just European
- With advanced centres, e.g. in US, Switzerland, Benelux and Nordics, not just low cost locations
- Location choices differ by activity
- Knowledge-intensity, productivity and innovation are pervasive features at higher levels
- Our competitive differentiators must be:
 - performance based on sophistication and quality of operating environment,
 - our expertise, innovation and research, and
 - speed, agility, flexibility



Air Services – what matters



- **Spread and reach of air services**
 - More routes and destinations
- **Competitiveness in quality and costs**
 - In the air and on the ground
- **Quality and ease of facilities and services**
 - First impressions matter
- **Ease of local, regional and national access**
 - Roads, public transport and taxis all have an impact
- **Interdependence of business and leisure services**
 - Traffic volumes create economies and sustain routes
 - Tourism gives quality of life gains and ‘buzz’



Dublin Airport's Future



- **A national resource (with currently three times the traffic of Shannon and Cork combined)**
- **A critical gateway for business and economic wins**
- **Proven contributor to tourism**
- **High value cargo facility**
- **Potential European hub, depending on:**
 - **airline developments**
 - **national and European policy and air agreements**
 - **adequacy of investment**
- **It now needs and should have the support of all stakeholders to progress**



Imagine Dublin 2020* –



- **World-class education and research**
- **World-class infrastructure and environment:**
 - **access, energy, telecoms and waste management**
 - **business services and property solutions**
 - **clusters of similar and supporting businesses**
 - **attractive lifestyle and social and cultural amenities**
- **A dynamic, cosmopolitan, forward-looking place**
- **Renowned for performance and for quality of life**
- **Irish in spirit and connections, open to the world**

** Dublin Chamber of Commerce*





Thank You

